

Message Text

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ACTION EB-11

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COMMERCE FOR BEWT/OEWTD

E.O. 11652: N/A

TAGS: BEXP ETRD UR

SUBJ: AIR TRAFFIC CONTROL: VARIOUS COMPANY PROPOSALS

REF: MOSCOW 12732; MOSCOW 12811

1. EXECUTIVE LEVEL TRADE MISSION MEMBERS LENAHAN AND BRAGG OF COLLINS RADIO MET NOV 20 WITH USSR MINISTRY OF CIVIL AVIATION (MCA) OFFICIALS SUSHKO, TYUKHIN, AND ANODINA (ALL OF SCIENCE AND TECHNOLOGY ADMINISTRATION, OF WHICH SUSHKO IS CHIEF) FOR DISCUSSION OF COLLINS EQUIPMENT, PARTICULARLY THAT APPLICABLE TO AIR TRAFFIC CONTROL (ATC) SYSTEM. JOHN CONNOR, FORMERLY OF BEWT, AND EMBOFF ALSO ATTENDED MEETING.

2. DURING COURSE OF DISCUSSION, SUSHKO STATED CATEGORICALLY THAT USSR WILL NOT RPT NOT PURCHASE ONE COMPOSITE ATC SYSTEM (SUCH AS IBM PROPOSAL) AS THAT IS "AGAINST OUR POLICY." RATHER, HE ASSERTED, SOVIETS DESIRE TO RECEIVE SEVERAL PACKAGE PROPOSALS AND THEN PICK AND CHOOSE BETWEEN VARIOUS COMPONENTS OF EACH, SINCE MOST ELEMENTS COMPRISING THE PROPOSALS ARE BASICALLY COMPATIBLE WITH EACH OTHER. THUS, COLLINS REPS WERE STRONGLY ADVISED TO ENSURE THAT COMPANY'S ROLE AS "SUB-CONTRACTOR" BE INCLUDED IN ALL PACKAGE PROPOSALS, WHETHER IBM, RAYTHEON (WHICH STILL NOT RECEIVED

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BY MCA AND ELEKTRONORGTEKHNIKA), UNIVAC, LOCKHEED, ROCKWELL,

OR OTHER, FYI. WE UNDERSTAND THAT ESSENTIALLY SAME ADVICE
GIVEN TO TEXAS INSTRUMENTS REP NEUREITER DURING MEETING AT
MCA LAST WEEK. END FYI.

3. EMBASSY SUGGESTS THAT COMMERCE TAKE DEFINITIVE SUSHKO
STATEMENT DESCRIBED ABOVE AT FACE VALUE IN COUNSELLING BOTH
POTENTIAL PRIME-AND SUB-CONTRACTORS OF ATC TO SOVIETS. ALSO,
TIME MAY BE OF THE ESSENCE IN ASSURING SOVIET PROCUREMENT OF
U.S. HARDWARE, AS SOVS HAVE MADE RECENT NOISES ABOUT FAVORING
FRENCH PROPOSAL, WHICH ALREADY TABLED, AND HAVE EXPRESSED
IRRITATION AT DEALY IN RECEIPT OF U.S. COMPANY PROPOSITIONS.
DUBS

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